

## Message Text

LIMITED OFFICIAL USE

PAGE 01 LONDON 15362 061726Z

42

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 SP-02 SS-15 L-03 INR-07 IO-10

SSO-00 /057 W

----- 008022

R 061734Z OCT 75

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 5341

INFO USMISSION GENEVA

LIMITED OFFICIAL USE LONDON 15362

STADIS////////////////////////////////////

DEPT FOR DEPUTY ASSISTANT SECRETARY KATZ

USMISSION GENEVA FOR THOMAS O'DONNELL

E.O. 11652: N/A

TAGS: EAGO, EGEN, OVIP, (BELTRAO, ALEXANDRE)

SUBJ: COFFEE: FORTHCOMING CONSULTATION WITH  
CALAZAN, BELTRAO ON NEGOTIATIONS

REF: THIGPEN/KATZ TELECON

1. BELTRAO CALLED USREP MORNING OF OCTOBER 6 TO DISCUSS  
HIS PLANS BETWEEN NOW AND YOUR MEETING WITH CALAZANS IN  
WASHINGTON OCTOBER 16. HE HAS BECOME INCREASINGLY  
CONCERNED THAT PROCEDURES FOR ICA NEGOTIATIONS NOVEMBER 3-  
21 ARE CLEARLY UNDERSTOOD BY ALL IN ORDER TO ASSURE BEST  
PROSPECTS FOR THE NEGOTIATION. HE HAS IDENTIFIED THIS AS  
HIS KEY ROLE BETWEEN NOW AND NOVEMBER 3. IN THIS REGARD  
HE PLANS TO FLY TO GENEVA TUESDAY EVENING, OCTOBER 7 WHERE  
HE HOPES TO BE ABLE TO SEE THE MEMBERS OF THE CONTACT  
GROUP (PARTICULARLY SAWADOGO) WHO ARE AT THE COCOA NEGOTIATIONS,  
AS WELL AS O'DONNELL. HE PROMISED REPORT BACK TO USREP ON THURSDAY.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LONDON 15362 061726Z

2. NEXT WEEK, BELTRAO WILL FLY TO NEW YORK, ARRIVING LATE OCTOBER 13 (STAYING ST. REGIS HOTEL). HE PLANS TO SEE CALAZANS IN NEW YORK, THEN WILL GO TO WASHINGTON THURSDAY AFTERNOON, OCTOBER 16, WHERE HE HOPES TO BE ABLE TO SEE YOU THURSDAY OR FRIDAY. HE SPECIFICALLY MENTIONED THAT HE DOES NOT SEEK AN INVITATION TO YOUR BILATERAL WITH CALAZANS, BUT WISHES TO SEE YOU AFTER YOUR MEETING WITH THE BRAZILIANS AND WILL BE AVAILABLE IN CASE A SUBSEQUENT US-BRAZIL-ICO MEETING IS DECIDED UPON. BELTRAO HAS ALSO INFORMED ARTURO GOMEZ OF THE US-BRAZIL MEETING AND PRESUMABLY WILL BRIEF OTHERS IN GENEVA. GOMEZ MAY SEEK A MEETING WITH YOU EN ROUTE LONDON, BUT APPARENTLY IS RELAXED.

3. RE PROBLEM OF CONTACT GROUP SCHEDULING, BELTRAO SAID IT IS PARTICULARLY IMPORTANT TO NAIL DOWN TIMING FOR SWADOGO, WHO IS CAUGHT UP IN ELECTIONS AT HOME AND CAN SPARE ONLY ONE WEEK FOR COFFEE. THIS IS ONE OF THOSE "POINTS OF PROCEDURE" THAT BELTRAO PUTS GREAT STORE BY. THE NOTION OF HAVING THE CONTACT GROUP MEET DURING THE FIRST WEEK RATHER THAN LATER IS, AS HE PUT IT, AN ATTEMPT TO REVERSE TRADITION AND MAKE PROGRESS DURING THE FIRST RATHER THAN LAST WEEK.

4. IN USREP'S OPINION, BELTRAO IS UP TIGHT ABOUT PROSPECTS FOR NOVEMBER NEGOTIATIONS AND SEEMS SCARED STIFF THAT PROGRESS MADE IN JUNE-JULY WILL SLIP AWAY FROM HIM, ERODED BY INTERVENING MONTHS AND POSSIBLY CHANGED CIRCUMSTANCES FOLLOWING THE FROST. IN THIS REGARD, HE IS PROBABLY MORE NERVOUS THAN ANY OF THE CONTACT GROUP MEMBERS.

5. HE WOULD HAVE LIKED TO HAVE CONSIDERED THE CONTACT GROUP REPORT AS "POINTS AGREED" EXCEPT FOR THOSE EXPLICITLY IDENTIFIED AS "PENDING". HIS FEAR IS THAT "REOPENING" ISSUES WILL BREAK LOOSE OTHER ELEMENTS OF COMPROMISE THAT WENT INTO THE REPORT. THUS, HE TOOK A VERY STRICT CONSTRUCTIONIST VIEW DURING HIS MEETINGS WITH YOU RATHER THAN ONE THAT THE REPORT WAS BASICALLY AN UNFINISHED NARROWING PROCESS.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 LONDON 15362 061726Z

6. HE HAS SINCE CALMED DOWN SOMEWHAT AND HIS EMPHASIS SEEMS MORE REALISTIC. HE SEES THE GROUP'S TASK AS FOLLOWS: (A) FIRST PRIORITY IS TO FIND OUT HOW MUCH OF THE CONTACT GROUP REPORT IS ACCEPTABLE AS IS; (B) ONCE ASSURED ON THIS POINT, TOP PRIORITY SHOULD BE PUT ON MARKET SHARES; AND (C) FINALLY, CONSIDERATION SHOULD BE GIVEN TO THOSE MATTERS LEFT PENDING. RE B), OUR DISCUSSION OF THE

UNDERSHIPMENT PROVISION WITH HIM SEEMS TO HAVE CONVINCED  
HIM THAT ITEM 3 OF THE REPORT, ASSURANCE OF SUPPLY, SHOULD  
BE A MAJOR POINT FOR DISCUSSION, WITH HIS OWN THOUGHTS  
TURNING ONCE AGAIN TO SOME SORT OF STOCK ARRANGEMENT.

SPIERS

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** COFFEE, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 OCT 1975  
**Decaption Date:** 28 MAY 2004  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975LONDON15362  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750346-0622  
**From:** LONDON  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19751079/aaaacska.tel  
**Line Count:** 121  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** STADIS  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** STADIS  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19 JUN 2003 by izenbei0>; APPROVED <04 NOV 2003 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COFFEE: FORTHCOMING CONSULTATION WITH CALAZAN, BELTRAO ON NEGOTIATIONS  
**TAGS:** EAGR, EGEN, OVIP, EPAP, UK, ICO, (BELTRAO, ALEXANDRE)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006